

Message Text

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USDOC FOR BEWT/TPD FROM BLOW

E.O. 11652 ADS DECLASS 4/11/79

TAGS: BEXP UR

SUBJ: NASOSY-75

REF: A) MOSCOW 18670; B) STATE 275062; C) STATE 271770

1. AS INDICATED REFTEL A, DDIR USCOMOFF MET WITH F. DREMOV, CHIEF OF DIVISION FOR FOREIGN EXHIBITIONS IN USSR, USSR CHAMBER OF COMMERCE AND INDUSTRY, AND MRS. L.N. NIKITINA, SAME DIVISION, ON DECEMBER 18.

2. DDIR SUBMITTED FORMAL APPLICATION FOR SPACE RENTAL AS OUTLINED PARA 2, REFTEL C, REQUESTING 1500 SQUARE METERS CONTIGUOUS EXHIBIT SPACE ON GROUND FLOOR OF PAVILION 5, 25 SQUARE METERS OF OUTSIDE EXHIBIT SPACE AND 400 SQUARE METERS OF ROOFED STORAGE SPACE. DREMOV WAS UNWILLING TO APPROVE APPLICATION DURING MEETING, BUT WILL REVIEW SPACE DEMANDS OF ALL EXHIBITORS AND ADVISE DECISION BEFORE APPLICATION DUE DATE OF JANUARY 1, 1975.

3. REASONS FOR HAVING CONTIGUOUS SPACE ON FIRST FLOOR WERE EXPLAINED AGAIN AT LENGTH. DREMOV, AS IF READING DDIR'S MIND (OR MAIL) AS THE CASE MAY BE, SUGGESTED PUTTING OFFICE, LOUNGE, CONFERENCE ROOMS, ETC., ON THE SECOND FLOOR AS

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ALTERNATIVE MEASURE. DREMOV WANTED TO KNOW MINIMUM FIRST

FLOOR SPACE USDOC WOULD ACCEPT. DDIR REPLIED QTE 1500 SQUARE METERS UNQTE. DREMOV RESTATED HIS POSITION WITH REGARD TO SPACE. QTE THERE ARE MANY EXHIBITORS IN NASOSY-75 WHO DESIRE GROUND FLOOR SPACE UNQTE. WHILE DREMOV WOULD NOT GIVE EXACT FIGURES, HE DID STATE THAT THE FOLLOWING SPACE HAD BEEN ALLOCATED: FRG - 900 SQUARE METERS; GREAT BRITAIN - 400 SQUARE METERS; AUSTRIA - 400 SQUARE METERS. DREMOV SUGGESTED A COMPROMISE USING THE OFFICE LOUNGE, CONFERENCE ROOM UPSTAIRS CONCEPT. NOT WANTING TO CLOSE DOOR COMPLETELY, DDIR ADVISED THAT THIS MIGHT WORK, BUT ONLY ON A 1100/400 SPLIT NOT AN 800/700 SPLIT AS DREMOV HAD PREVIOUSLY SUGGESTED. DREMOV PROMISED TO STUDY THE APPLICATION AND COME UP WITH A WORKABLE SOLUTION.

4. SUBJECT OF OUTSIDE EXHIBIT SPACE WAS ALSO DISCUSSED. CONTRARY TO PROMISE GIVEN PREVIOUSLY, DREMOV STATED THAT OUTSIDE SPACE WOULD BE IMPOSSIBLE DUE TO POOR WEATHER CONDITIONS IN MOSCOW DURING APRIL. DDIR ADVISED THAT USDOC WAS AWARE OF BAD WEATHER IN MOSCOW AT THIS TIME OF YEAR, BUT FELT THAT EXTREME WEATHER CONDITIONS WOULD ENHANCE DISPLAY PIECE WHICH HAS BEEN EXPECIALLY DESIGNED TO OPERATE IN ADVERSE CONDITIONS. SIZE ALONE WOULD RULE OUT INSIDE DISPLAY. DREMOV AGREED, BUT FELT TEMPORARY ROOF SHOULD BE ERECTED OVER COMPRESSOR TO PROTECT POTENTIAL BUYERS FROM WEATHER. (WE SUGGEST THIS ROOF BE INCLUDED IN DESIGN PLAN.)

5. FOLLOWING INFORMATION WAS PRESENTED IN WRITING FOR THE CRANE COMPANY, QTE: SOVIET SPECIALISTS UPON CONSIDERING THE LEAFLETS OF CRANE COMPANY THINK IT WOULD BE WORTHWHILE DEMONSTRATING THE FOLLOWING EQUIPMENT AT THE EXHIBITION:

1. HORIZONTAL SPLITCASE SINGLE STAGE DOUBLE SUCTION CENTRIFUGAL PUMPS.
2. HEAVY-DUTY ALL-PURPOSE CENTRIFUGAL PUMPS SERIES 3060
3. SUMP PUMPS SERIES 4508

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4. DRY PIT SOLIDS HANDLING PUMPS SERIES 7160
5. WET PIT SOLIDS HANDLING PUMPS SERIES 7370
6. VERTICAL TURBINE PUMPS SERIES 4700
7. SUBMERSIBLE PUMPS SERIES 6700

8. SELF-PRIMING CENTRIFUGAL PUMPS SERIES 3309

9. HERMETIC PUMPS SERIES G

UNQTE

6. LETTER ALSO ADVISES THAT FOLLOWING SHOULD BE SHOWN AT NASOSY-75.

1. NORTON COMPANY, 3553 W. PETERSON AVENUE, CHICAGO, ILLINOIS; HIGH VACUUM MOLECULAR PUMPS

2. MSA RESERACH CORP., EVANS CITY, PENNSYLVANIA; HIGH-ACCURACY PROPORTIONING POSITIVE DISPLACEMENT ELECTROMAGNETIC PUMPS

7. IN ADDITION TO ABOVE, DREMOV SAID THAT RED JACKET, INC. SHOULD DISPLAY THEIR SUBMERSIBLE AND DEEP WELL PUMPS, BECKETT (NO ADDRESS GIVEN) SHOULD DISPLAY THEIR SUBMERSIBLE PUMPS, AND EDWARDS ENGINEERING DOES NOT HAVE EQUIPMENT OF INTEREST TO SOVIET SPECIALISTS.

8. COMMENTS: DDIR DOES NOT FEEL THAT USSR CHAMBER WILL DELIVER 1500 SQUARE METERS ON GROUND FLOOR OF PAVILION. BEST POSSIBLE COMPROMISE WOULD BE 1100 SQUARE METERS GROUND FLOOR AND 400 SQUARE METERS SECOND FLOOR. WITH OPERATIONS AND MARKETING OFFICES ON SECOND FLOOR, THIS WOULD PRESENT SOME LOGISTICAL PROBLEMS, BUT WOULD ALSO PUT OFFICES CLOSER TO COMMERCIAL BUREAU WHICH WILL BE LOCATED ON SECOND FLOOR. BROMEL USED THIS CONCEPT IN POZNAN AND CAN EXPLAIN MERITS AND DEMERITS. SPLIT LOCATION WOULD REQUIRE INFORMATION BOOTH ON BOTH FLOORS. OTHERWISE, THERE SHOULD BE NO DUPLICATION. PROBLEMS CONNECTED WITH OPERATION OF LIMITED OFFICIAL USE

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RESTAURANT WOULD BE VIRTUALLY ELIMINATED WITH EXCEPTION OF DAILY RUN TO AND FROM EMBASSY WITH SANDWICHES. EMBASSY REALIZES THAT DELAY ON DECISION BY SOVIETS CAUSES DESIGN PROBLEMS AND WILL CONTINUE TO PUSH DREMOV FOR ANSWER. DDIR DID NOT PRESENT ULTIMATUM TO DREMOV, BUT RATHER LEFT PROBLEM WITH HIM FOR SOLUTION. STOESSEL

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